

TO: Sonia Rush
FROM: Deborah A. Smith
SUBJECT: Cambridge Sweatshirts

DATE: August 9, 1996

This note is to confirm the conversation between Arun and myself in regard to the 9,226 shortage on the Cambridge sweatshirt program.

When Cambridge decided to use a sweatshirt for the promotion we could only get 900,000 sweatshirts. Through several sources we were able to order the entire 1.0MM sweatshirts. Normally when we order any apparel we order an additional quantity to allow for misprints. The industry standard is 2-2.5% per side however Philip Morris allows only 1.5% per side. The vendor had a total of .92% which is less than the allowable 1.5%.

I am able to supply the additional sweatshirts within the next few weeks. Does Joe have additional packaging? Please advise by the end of this week if this is an acceptable option. I need to know this week since the mills will be closing for several weeks starting the middle of this month for the Holidays.

Thank you.

cc:

K. Bunte

D. Elfar

F. Goehl

M. Mahan

G. Plaia

✓ A. Sinha

V. Strychack

2060204885